

WAIS Inc.

# **WAIS at Perot Systems**

Status and directions:  
**WAYS TO GO**

Brewster Kahle  
WAIS Inc.  
August 21, 1992

at Perot Systems

WAIS Inc.

# **WAIS at Perot Systems**

Status and directions:  
**WAYS TO GO**

Brewster Kahle  
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August 20, 1992

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# **WAIS is pushing a transformation:**

- Beyond email: from point-to-point to information sharing
- Introduction of Bulletin Boards and online services
- Unearthing corporate information holdings
- Electronic customer interactions
- Enhanced information services for customers

*Developing an infrastructure for growth*

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*Developing an infrastructure for growth*

# Focus Groups

Ottavia Bassetti and Johnnie Howard

**Account Managers:**

**Pete Fitzgerald**

**Rick Mears**

**Karl Browning**

**Bill Murphy**

**Sales:**

**Mark Ramirez**

**Bob May**

**Rick Turner**

**Beth Greenwood**

**Technical:**

**Ken Sloan**

**Dan Hyde**

**Jack Evans**

**Finance and Directors:**

**will happen**

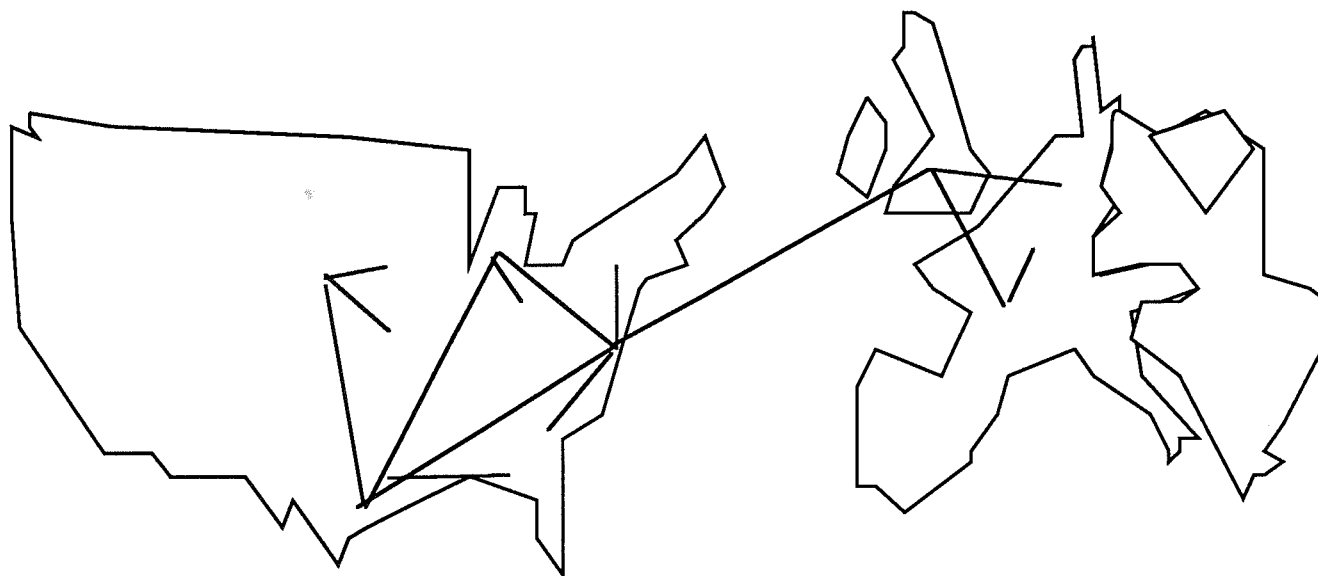
*WAIS Inc.*

# Demo

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# Direction: Outward!

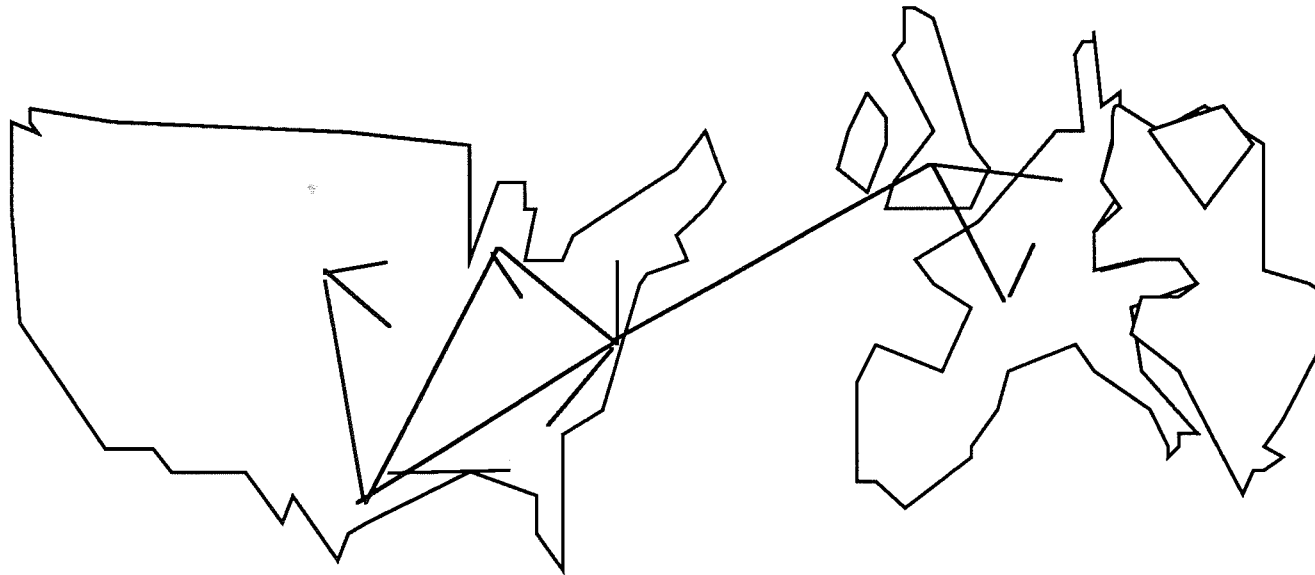


## Perot Information Sharing

at Perot Systems

WAIS Inc.

**Direction: Outward!**



**Perot Information Sharing**

at Perot Systems



WAIS Inc.

# Perot WAIS Databases

David Crofford, Stan Thigpen, Harry Morris, etc

## Published Information:

CDROMs: company profiles, h/w & s/w catalogs, trade magazines

Faulkers (3) done, Ziff done, SEC 80%, Wall StJrnl archives

## Formal Corporate information

word processor files: 500 resumes, Passport, contracts, proposals 10%

Databases: phonenumber, employee data, account profiles

External WAIS sources and Feeds: When internet stabilizes

Scanned Images: paperless and portable

Informal Corporate Information: information sharing

Email lists and bboards

at Perot Systems

## WAIS Progress

- August 92:
  - Installation of WAIS server and client
  - Building WAIS databases
  - Focus Groups
- September 92:
  - Pilot program with Focus Groups
- October 92:
  - Customized server and client
  - Expanded usage in Dallas And Virginia
- November 92:
  - Training and expansion
  - Start Customer interactions